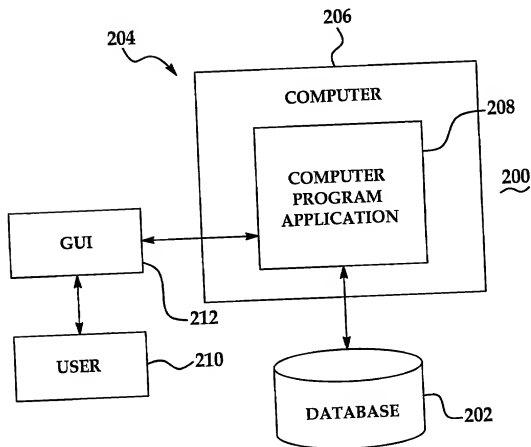
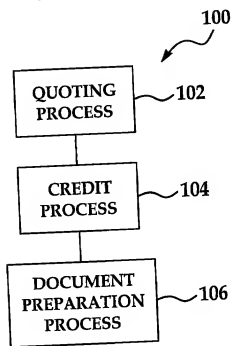


Figure 1Figure 2

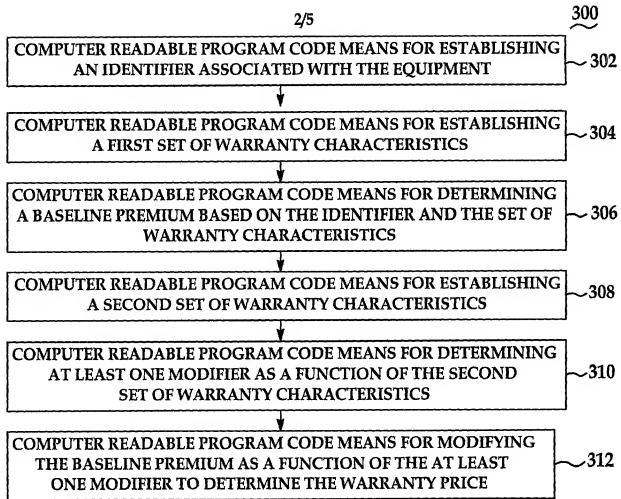


Figure 3

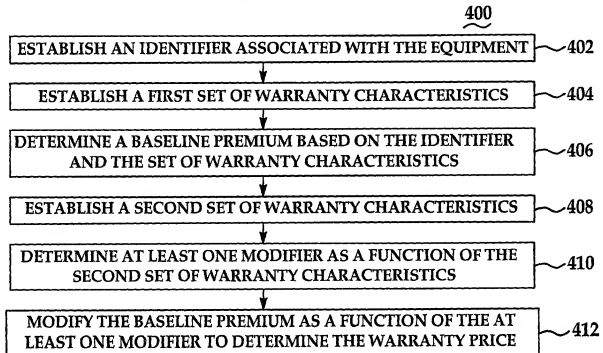


Figure 4

502

1007654 73901

504A

File Edit View Insert Format Tools Data Window Help

	A	B	C	D	E	F	G
1	Dealer Code	1200		Parts/Labor	Parts and Labor		
2		1200		504C	Parts Only		
3		1200			Labor Only		
4							
5	Industry Segment	Agriculture		Serial Number			
6		Building Construction					
7		Equipment Services		CSA?	USA		
8		Fixed Products			Non USA		
9	Management Approval	Yes		504E			
10	Required?	Yes					
11							
12	Product Family	Agriculture		Model	210		
13		Articulated Trucks			220		
14		Excavators			230		
15		Compact Construction Equipment			240		
16		Compactors			250		
17		Excavators			260		
18		Front Loaders			270		
19		Integrated Pallet Carriers			280		
20		Motor Graders			290		
21		Off Highway Trucks			300		
22		Paving Products			310		
23		Pipe Lanes			320		
24	Govt?	Government		Country	Sweden		
25		Non Government			Switzerland		
26					Italy		
27	Special?	Normal Order			Turkey		
28		Special Quote			USA		
29					UK		
30					Yemen		
31	Pwt Term		P+H Term	Total Term			
32	Term	None		None			
33		12 Months		12 Months			
34		24 Months		24 Months			
35		36 Months		36 Months			
36		48 Months		48 Months			
37	Pwt Hours		P+H Hours	Total Hours			
38		4000		4000			
39		6000		6000			
40		8000		8000			
41		10000		10000			
42		12000		12000			
43	Est War Premium	100	GBP				
44		504N	504O	504P			
45							

Ready

Sheet2 / PP Parts NACD / PP Parts Cofa / PP Parts COSA / PP Parts NA

Figure 5A

502

File Edit View Insert Format Tools Data Window Help

504A

	A	B	C	D	E	F	G
1	Dealer Code	1100	Parts / Labor	Parts and Labor			
2		1110	504C	Parts Only			
3		1120		Labor Only			
4							
5	Industry Segment	Agriculture	Serial Number				
6		Equipment Services	CSA?	CSA?			
7		Rural Products		Non CSA			
8	Management Approval Required?	Yes	504E				
9							
10	Product Family	Agriculture	Model				
11		Articulated Trucks					
12		Backhoe Loaders					
13		Compact Construction Equipment					
14		Compactors					
15		Excavators	504F				
16		Generators					
17		Gravel Spreaders					
18		Integrated Tool Carriers					
19		Motor Graders					
20		Off Highway Trucks					
21		Paving Products					
22		Site Lights					
23	Govt?	Government	Country	Sweden			
24		Non Government		Switzerland			
25				Ukraine			
26	Special?	Normal Quote	504I	EU?			
27		Special Quote	504L	EU?			
28			504M	US			
29				Yemen			
30							
31	Pwt Term	P+H Term	Total Term				
32	None	None	None				
33	12 Months	12 Months	12 Months				
34	24 Months	24 Months	24 Months				
35	36 Months	36 Months	36 Months				
36	48 Months	48 Months	48 Months				
37	Pwt Hours	P+H Hours	Total Hours				
38	0	0	0				
39	500	500	500				
40	1000	1000	1000				
41	1500	1500	1500				
42	2000	2000	2000				
43	Est Warr Premium	100 GBP					
44	504N	504O	504P	504			
45							

Ready

Sheet2 / PP Parts NACD / PP Parts Cofa / PP Parts COSA / PP Parts NA

Figure 5B

10027624-121001

E30					
	A	B	C	D	E
1	Parts Pure Premium	75	85	74	
2	Labor Pure Premium	100	124	110	
3	250 Hour Labor Pure Prem	65			
4	Cntry Labor Differential	0.587			
5	Cntry Parts Differential	0.634			
6	Combined Pure Prem	97	126	111	
7					
8	Subsidiary Avg HPY Adj	1.538			
9	Cntry Miscellaneous Load	1			
10	Coverage	3.5	1	1	
11	HPY	1			
12	Govt	1			
13	CSA	1			
14	Industry Segment	1			
15					
16	Loss Ratio	74%	79%	84%	
17					
18	Normal Premium	704	246	204	
19					
20					
21					
22	Selected Prem Calc	1154			
23					
24	Currency Conversion	1			
25					
26	Premium	1154			
27					
28					
29					
30					
31					
32					
33					
34					
35					
36					
37					

Ready

Figure 5C